

Trip Report

Spent Monday at the Nat. Championship entertaining customers.

Tuesday – Thursday. Sales calls with Jay throughout Georgia. We did not get to see Brown which is Jay' s largest single opportunity in his area. They have provided their fueling info and with Brian there I do believe we will get a solid shot at this business. Jay' s opinion is that they will try to split the gallons between us and Love' s. They do have a large OO fleet and will do business with everyone regardless of the deal but Kevin, they guy running the fuel is a Love' s guy....not because of pricing as much as they were willing to give him premium pricing all along regardless of gallons into their network....we were not as much.

We worked a new opportunity with a private fleet called Forest Products. Could be as much as 150k. CDN/Mastercard so a manual cp deal is in the works. Buyer is sold on us and the savings opportunities. Also hit East West which has brought in a new dude to review all costs. They seemed very interested in net net buying and producing a network....something they never considered when buying from FJ.

All in all a solid week with the right amount of hustle and intensity. Jay will have to have a bunch more of these types of weeks to keep what he has while hitting the new stuff as well.